



cc: RBM
ROM
KAMS
AMS
DMS
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RRS
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Damen

Stephen R. MacLeod
Region Operations Manager
Buffalo #1610

Theroinc Look:
Burnt Orange - Old & Buddies - Rock outlets
ROI Look:
Purple/sunset - Basic/Blond Look - CTN OUTLETS

clm: 3-14-96

March 14, 1996

TO: ALL BUFFALO REGION PERSONNEL

RE: JULY POS

Ladies & Gentlemen:

You have *all* asked for accurate POS quantities and each of you will have an opportunity to address *your* needs on an assignment-by-assignment basis. The primary focus of ordering will be the Retail Reps. *Sales Reps should place POS order needs for those retail accounts that do not have Retail support.*

Please evaluate your individual needs and order realistic quantities, as you see appropriate. The attached order form should be completed and returned to Darren DeRose for order entry on or before April 27, 1996.

As soon as you have completed, forward directly to Darren. I would recommend that you not begin to evaluate your needs until after our March 25th re-alignment date.

Should you have any questions, please contact your manager or myself.

Sincerely,

Stephen MacLeod

S.R. MacLeod
ROM/#1610
:etb

cc: D.A. DeRose

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